



**Cisco**

**646-206**

*Cisco Sales Expert*

**Answer: D**

**QUESTION: 53**

Which service orchestration solution has been validated as part of the Cisco Virtualized Multi- Tenant Data Center system?

- A. Cisco Tidal Enterprise Orchestrator
- B. BMC Cloud Lifecycle Management
- C. Cisco Intelligent Automation for Cloud
- D. VMware vCloud Director
- E. Cisco newScale

**Answer: B**

**QUESTION: 54**

What are three ways that a Cisco Partner can leverage a Cisco Data Center Virtualization or cloud ecosystem partner in his or her sales efforts? (Choose three.)

- A. Persuade ecosystem partner to write Cisco Partner proposals that are counter to ecosystem partner strategies.
- B. Obtain new contacts in existing or potential accounts from the ecosystem partner.
- C. Learn about ecosystem partner opportunities in which the Cisco Partner is not involved.
- D. Seek out the ecosystem partner only toward the end of the sales cycle.
- E. Request the participation of the ecosystem partner in a consulting capacity.
- F. Use the ecosystem partner to provide a whole offer package to customers.

**Answer: B, C, E**

**QUESTION: 55**

Which two opposing challenges are helping to drive the partner need to sell whole offers? (Choose two.)

- A. how to increase deal revenue while offering deeper discounts
- B. how to close deals when customers are under financial constraints and while enhancing overall profitability
- C. how to reduce services in deals while providing real-time customer network data
- D. how to limit Cisco financing while accelerating deals

E. how to increase business relevance while enhancing all types of deals

**Answer:** B, E

**QUESTION:** 56

Which statement best describes the "whole offer" concept?

- A. financing solutions that secure, grow, and accelerate deals
- B. next-generation services that give customers the most from their investment
- C. augmented offerings that a customer needs to build on the core solution and that have compelling value
- D. single point of access for partner tools and resources that is needed to effectively market the partner company
- E. a blueprint for designing and deploying a full-service, comprehensive network

**Answer:** C

**QUESTION:** 57

Controlling costs that are associated with network issues, keeping unexpected problems from affecting productivity, and achieving business goals are characteristics of which Cisco offering?

- A. Cisco SMARTnet Service
- B. Cisco Capital Financing
- C. Cisco Smart Business Roadmap
- D. Cisco Network Optimization Service

**Answer:** A

**QUESTION:** 58

What are the three partner benefits of service contracts? (Choose three.)

- A. produces higher margins than product sales alone
- B. generates recurring revenue
- C. strengthens customer loyalty
- D. renews automatically for the lifetime of the product
- E. helps customers speed architectural planning and design
- F. eliminates network problems

**Answer:** A, B, C

**QUESTION:** 59

How do Smart Business Architecture selling tools help partners increase sales?

- A. focus on the Prepare phase of the Cisco Lifecycle Services model, which maximizes revenue
- B. free partners from design tasks, which increases profitability
- C. highlight additional point products that the customer may want
- D. enable partners to increase professional services revenue by providing a complete, integrated solution for midsize firms and SMBs

**Answer:** D

**QUESTION:** 60

Which two options are ways that Cisco Capital helps partners? (Choose two.)

- A. counts as double toward quarterly sales goals
- B. accelerates and grows deals
- C. requires customers to lease or buy new equipment when leases expire
- D. increases capital budgets of customers
- E. increases margins and cash flow

**Answer:** B, E

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